

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 209977

40

ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

EUR-12 /033 R

DRAFTED BY COM/BIC/OED/MEPD/GBURKE/CF

APPROVED BY EB/OCA/CM/JSIMMONS

COM/BIC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OED/MEPD/WHAIMES

COM/BIC/OIM (INFO)

ARA/NC/TSONANDRES (INFO)

----- 095195

P 041714Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

LIMITED OFFICIAL USE STATE 209977

E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: MAJOR PROJECT: AUTOMOTIVE CONSULTING CONTRACT

1. MEPD WAS VISITED BY CDI ENGINEERING REP RE CURRENT DISCUSSIONS BETWEEN MODERN ENGINEERING SERVICE, CO. WHOLLY OWNED SUBSIDIARY OF CDI, AND GOV FOR CONSULTANT CONTRACT FOR VENEZUELAN AUTOMOTIVE PARTS INDUSTRY. CONTRACT FOR SEVERAL MILLION DOLLARS WILL COVER REMAINDER OF FIVE YEAR PLAN PERIOD AND COULD LEAD TO IMPORTANT SPIN-OFF ENGINEERING CONTRACTS FOR SPECIFIC PLANTS.

2. CDI BELIEVES PRIME COMPETITOR FOR CONTRACT IS FRENCH FIRM LA CERIE (UNSURE OF EXACT SPELLING). ALSO POSSIBLE BRITISH LEYLAND MAY BE INVOLVED IN DISCUSSIONS. BELIEVE NO OTHER U.S. COMPANY COMPETING. CDI MET IN AUGUST WITH JOSE CASALS, MINISTER OF DEVELOPMENT. VENEZUELAN TECHNICAL TEAM VISITS COMPANY FACILITIES IN DETROIT

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 209977

SEPT. 3-7. EXPECT FINAL GOV DECISION BY END OF SEPTEMBER.

3. CDI IS REPUTABLE FIRM WITH 1975 REVENUES OF 82 MILLION DOLLARS. COMPANY EMPLOYS APPROXIMATELY 2,800 ENGINEERS, DESIGNERS AND TECHNICIANS. CDI OFFERS CONTRACT ENGINEERING AND TECHNICAL SERVICES, CONSULTING ENGINEERING AND FACILITY AND PROJECT MANAGEMENT ON WORLDWIDE BASIS. SPECIAL AREAS OF EXPERTISE INCLUDE AUTOMOTIVE, AIRCRAFT, MARINE, CHEMICAL, PETROLEUM, AND CONSTRUCTION ENGINEERING. AUTOMOTIVE ENGINEERING WORK HANDLED BY MODERN ENGINEERING SERVICE CO., WHOLLY OWNED SUBSIDIARY.

4. ACTION REQUESTED: WOULD APPRECIATE EMBASSY (WITHOUT IDENTIFYING CDI AS SOURCE OF REQUEST) DETERMINE WHICH VENEZUELAN GOVERNMENT ENTITY WILL BE RESPONSIBLE FOR CONTRACT AWARD. ALTHOUGH CDI HAS TALKED WITH MINISTER OF DEVELOPMENT CASALS, COMPANY WAS UNABLE TO OBTAIN APPOINTMENT WITH PRESIDENT OF VENEZUELAN DEVELOPMENT CORPORATION (CVF) MARCIL CURIEL. IF DECISION RESTS WITH CVF, CDI WILL CONSIDER SPECIAL TRIP TO MAKE PRESENTATION TO CURIEL.

5. ANY AVAILABLE INFORMATION ON PRECISE IDENTITY OF FRENCH COMPETITOR, LA CERIE, WOULD ALSO BE APPRECIATED.

6. ALSO REQUEST EMBASSY CONTACT MINISTRY OF DEVELOPMENT AND/OR CVF TO INFORM THEM OF CDI AND MODERN ENGINEERING SERVICE CO. CAPABILITIES. FEEL TIMELY USG INITIATIVE IMPORTANT AT THIS STAGE IN NEGOTIATIONS.
KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE209977
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/GBURKE/CF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750306-0084
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750983/aaaacvov.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 15 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 SEP 2003 by CunninFX>; APPROVED <29 OCT 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: AUTOMOTIVE CONSULTING CONTRACT
TAGS: BEXP, VE
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006